

# AGH Increases Virtualization and Gains More Reliable Backups and Restores with ExaGrid

CUSTOMER SUCCESS STORY



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Johnathon Templeman  
Systems Administrator  
AGH

## Customer Overview

AGH is one of the most respected boutique accounting and business advisory firms in the Southeast, serving clients nationally and internationally. AGH is a full-service firm that offers traditional audit and tax services as well as business advisory services, purchase and sale consulting, estate and trust planning and many other offerings. AGH’s 85 team members are experts in a range of disciplines including real estate, manufacturing, finance, healthcare and emerging companies.

## Increased Virtualization, Rapid Data Growth, and a Desire to Move Away from Tape

Prior to ExaGrid, AGH had been exclusively using tapes for their backups. But AGH was increasingly relying on VMware server virtualization in their IT environment – and moving toward using Veeam Backup & Replication for their VMware backups.

“The biggest concern was that our data set was growing so much; we were beginning to use three tapes bordering on four for a full backup once a week. We had several points of failure, and we just felt like we wanted a more reliable system, given that our total infrastructure is basically virtual now,” explained Johnathon Templeman, systems administrator at AGH. “We wanted to be able to restore faster, to back up faster, and we really wanted to leverage the total technology of virtualization. That’s why we decided to try and move away from tape.”

## Faster Backups and Restores with ExaGrid, and a Better Price

Given their increased reliance on virtualization, AGH was looking for a system that would allow them to rapidly back up and restore their data. “We did pretty extensive research on all the different backup options available,” said Templeman. “Given that our infrastructure is ninety-five percent virtual, there was no doubt that we

needed a dedupe system that was disk-based. We wanted to leverage that speed; we wanted to be able to maintain backups for a large window, and dedupe enables us to do that with a disk-based system.”

After looking at a variety of competing solutions, AGH chose to deploy ExaGrid. “We had to have a system that could handle all of our backups, and of course the cost was important as well,” said Templeman. “The ExaGrid fell well within all of the criteria that we had set up.” PUNCHES said that the IT department can now turn around restore requests within minutes using the ExaGrid system. This includes remote restores since the need to physically manipulate tapes no longer exists.

Along with ExaGrid, AGH chose to use Veeam Backup & Replication for their virtual server backups, while retaining Symantec Backup Exec for their few remaining physical server backups – and gaining a great deal of peace of mind in the process. The integration of Veeam’s Instant VM Recovery feature with the ExaGrid appliance was particularly compelling. “Just knowing that with the ExaGrid appliance, if the SAN were to fail or if we lost a virtual server or if for some reason the virtual server wouldn’t start up on the SAN, then we can fire the VM up right here on the ExaGrid and it’ll be up and running in no time flat,” said Templeman. “That’s a huge benefit from our perspective.”



## Easy to Install, Outstanding Customer Support

ExaGrid comes packaged as a turnkey appliance and was designed to be easy to deploy and manage and to deliver maximum uptime with redundant, hotswappable components. All components are fully supported by ExaGrid's trained, in-house engineers dedicated to individual accounts.

"The ExaGrid has a very straightforward and easy to understand interface, which is a great benefit," said Templeman.

## ExaGrid's "Buy-as-You-Go" Scalability Negates Forklift Upgrades

The ExaGrid system can easily be expanded to accommodate more data. ExaGrid's GRID computing software makes the system highly scalable, and when plugged into a switch, different sized configurations can be mixed and matched into a single GRID system with capacities of up to a 130TB full backup plus retention. Once virtualized, they appear as a single system to the backup server, and load balancing of all data across servers is automatic.

## ExaGrid and Symantec Backup Exec

Symantec Backup Exec provides cost-effective, high-performance, and certified disk-to-disk-to-tape backup and recovery – including continuous data protection for

Microsoft Exchange, SQL, file servers, and workstations. High-performance agents and options provide fast, flexible, granular protection and scalable management of local and remote server backups.

Organizations using Symantec Backup Exec can look to ExaGrid as an alternative to tape for nightly backups. ExaGrid sits behind existing backup applications, such as Symantec Backup Exec, providing faster and more reliable backups and restores. In a network running Symantec Backup Exec, using ExaGrid in place of a tape backup system is as easy as pointing existing backup jobs at a NAS share on the ExaGrid system. Backup jobs are sent directly from the backup application to the ExaGrid for onsite backup to disk.

## Intelligent Data Protection

ExaGrid's turnkey disk-based backup system combines high quality SATA drives with zone-level data deduplication, delivering a disk-based solution that is more cost effective than standard SATA drives. ExaGrid's zone-level data deduplication technology stores only the changes from backup to backup instead of storing full file copies, reducing the amount of disk needed by a range of 10:1 to 50:1 or more, resulting in a solution that is 25 to 30% the cost of standard SATA drives.

**For more information about ExaGrid, please visit us at [www.exagrid.com](http://www.exagrid.com) or call us at 1-800-868-6985.**

## About ExaGrid Systems, Inc.

Customers worldwide depend on ExaGrid Systems to solve their backup problems—effectively and permanently. ExaGrid's disk-based, scale-out GRID architecture adjusts to increasing backup demands due to constantly growing data volumes. It is the only solution that combines compute with capacity as well as a unique landing zone to permanently shorten backup windows and eliminate expensive forklift upgrades. Learn more at [www.exagrid.com](http://www.exagrid.com).